

## Laura's NEWS YOU CAN USE – MAY 2019

*Your no-nonsense, no-drama REALTOR®!*

*Referrals handled with care.*

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*This newsletter was delayed in order to bring you this new listing:*

NOW FOR SALE 2411 N. Howard – OPEN HOUSES SAT & SUN MAY 4-5, 10:30-1:30



This 1931 Craftsman bungalow is being sold by its SECOND owner! Love a challenge? Significant upside potential for the buyer who is willing to do restoration. Original hardwood floors, fireplace, arches, coved ceilings, even the ironing board in the little skinny kitchen cupboard! 2 bedrooms, 1 bath upstairs,

\$159,900 cash or conventional financing only.



Look at that fireplace and wood floors!



### **INSIDE this issue:**

MARKET UPDATE and Escalation Addendum

FEATURED BUSINESS – Wanna be a Landlord?

FEATURED RECIPE Tulips for Mom's Day, or any day - yum

“SVEN SEZ” It's all about the car ride

**Please use and share this edition of News You Can Use** – hopefully you'll find a tidbit or two that's helpful to you or someone you know!

**Volunteers Needed – Sunday, May 19, Windermere Marathon and Half-Marathon** - A percentage from every Windermere home purchase or sale goes straight to the Windermere Foundation – and many of those grants stay in this community. This is another healthy community event that I and all of local Windermere agents support.

Please volunteer along the route at a water station, working the finish line, or stuffing packets ahead of time: <https://vmodcui.active.com/responsive/eventGroups/1346402/jobs>

### **At the end of April 2019: INVENTORY IS BETTER, BUT STILL VERY LOW**

FINALLY, compared to the same time last year, there are about the same number of listings. The year got off to a slow start (possibly because of higher rates and the snow in February, when no one wanted to list their house). Now there are more homes but still not enough!

A few months ago, it was common for a house under \$200,000 to have 10 offers. Now, that house may have 15, and we've even seen 20+ offers. And houses under maybe \$350,000 may have 10 offers. Pricing your home is still important – ones that are overpriced may sit on the market for weeks or months.



## ***How do you offer more than someone else, but not pay too much?***

*Buyers, don't fear the competition! Have you heard of an ESCALATION ADDENDUM? So let's say <sup>3</sup> the house you want is listed at \$275,000 and you want to offer \$301,000. But you would go as high as \$315,000. So the Escalation Addendum says your \$301,000 offer can go up by \$1000 (or \$2000 or whatever you choose) OVER the highest offer, up to your ceiling of \$315,000. That way, you are may or may not reach your highest limit to get the house you want, and are more assured of not paying more than you have to.*

This is an example of some of the strategies we, as professionals, bring to the table.

## **FEATURED BUSINESS – Windermere Property Management**

### **Are you a Landlord, or a Renter, who needs help?**

Perhaps you have a home or condo you want to rent out? Or perhaps you need to rent? Or maybe you know someone who does? Maybe the whole process is overwhelming??

Windermere has a property management team here in Spokane -- and **Brooke Snyder** will help you become a landlord, or help find you a rental home.

Professional property management includes background checks, marketing and getting that call at 2 a.m. when a pipe breaks, or the toilet is plugged -- all the things you don't love about owning a rental. Brooke does much more than showing your home to prospective tenants. She does home inspections, Move outs, Move ins, meets with new owners for walk-throughs of their homes to get them ready to rent, and values them.



Also, Brooke's team handles repairs so they are done promptly and correctly. "If it is a normal maintenance issue, our vendors will go inspect and if the work is under \$300, they fix it then and there. If it is over \$300.00 we send a bid to the owners for approval.

"In an emergency situation, our vendors will contact the owners and notify them of what emergency is happening at their rental property, and what will need to be done to fix the issue," she said.

Owners can pay for repairs through an on-line Owner Portal or they can send in a check. In some cases, it can be deducted from rent payment.

For more information, check the website at <http://www.wrents.com/> or call Brooke, outside property accounts manager, at (509) 467-2584. **The office is as 2127 N. Monroe St.**





Do you have a business person you highly recommend who is accepting new customers? I keep a list of professionals in a variety of fields – so please email me their information at [LauraZahn@Windermere.com](mailto:LauraZahn@Windermere.com).

## FEATURED RECIPE – Tomato Tulips

1 package grape tomatoes, washed and dry  
1 package Boursin or Rondele brand herb cheese, softened  
4 ounces softened cream cheese  
A little milk  
Thin green onions or fat chives (mine weren't fat enough)  
Pastry piping bag

In a mixer or food processor, mix the Boursin, plain cream cheese and a splash of milk. Add more milk until it is piping consistency – thin enough to get through the piping bag tip but thick enough to hold shape in the tomato (it will be refrigerated when done so cheese will firm up).



Poke a hole in the bottom of the tomatoes big enough to insert a thin green onion or a fat chive.

Fill pastry bag (with tip fitted in) with cheese. Pipe into tomatoes until they are full enough to stay open a bit like tulips.

Place on a plate. When all piped, insert onion/chive “stem.”

Refrigerate until time to consume!

Mom is going to love these flowers for mother's day! (And remember, it's the thought that counts, not how well the pastry bag worked!)



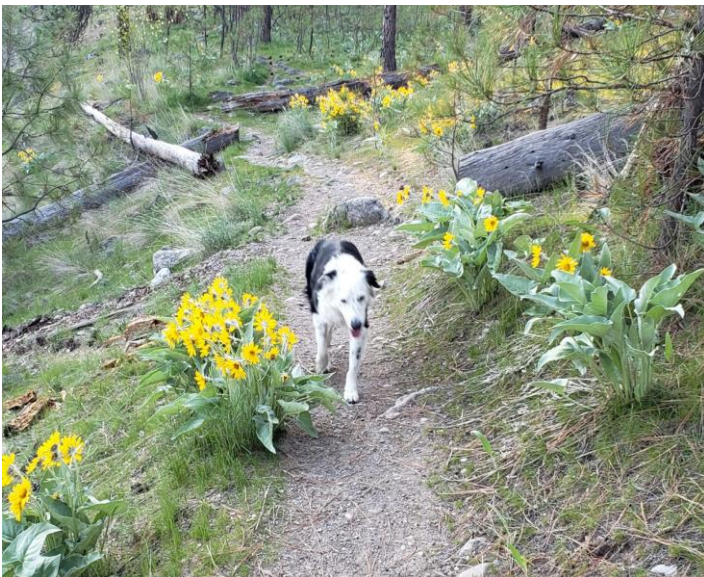


SVEN SEZ:

*I am loving my new life in Spokane, and there's nothing like a great spring car ride! But perhaps you <sup>5</sup> don't enjoy time in the car as much as I? Is your commute too long? Let my mom help you find a new home closer to where you want to be! 509-294-1085 is her number (she's doesn't text and drive!)*



**What a difference a month makes! April, left, vs. March, right, same trail about 200 feet apart:**





My AirBnB still has open weekends this summer! Master bedroom has king bed and living area has two twin XLs.

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Do you have overnight guests coming but no room to host?

Consider the private-entrance AirBnB in NW Spokane. Riverside Park rec trails, 1 mile!  
Dwight Merkel & VA Hospital, 1.3 miles.

Please look it up and make reservations at <https://www.airbnb.com/rooms/27362952>

I would love your feedback about this newsletter, my website [www.LauraZahn.com](http://www.LauraZahn.com) and Facebook page - <https://www.facebook.com/Laura-Zahn-Residential-Real-Estate-714193622300738/>



Would you please LIKE the Facebook page and FOLLOW it and share postings of interest?  
What would you like to know about buying or selling a home?

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Please don't be a stranger – how can I help you?

Email me at [LauraZahn@Windermere.com](mailto:LauraZahn@Windermere.com) or call 509-294-1085!

**UNSUBSCRIBE?** *Simply email back with that (dreaded) word in the subject line!*

